

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00 Existing Operating Budget 2000-2001	Total Recommended 2001-2002	Total Recommended Over/(Under) E.O.B.
--	--	-----------------------------------	--

<b>GRAND TOTAL ECONOMIC DEVELOPMENT DEPARTMENT</b>	<b>General Fund</b>	<b>\$31,729,957</b>	<b>\$31,583,810</b>	<b>(\$146,147)</b>
	Interagency Transfers	\$1,539,774	\$1,339,823	(\$199,951)
	Fees and Self Gen.	\$17,366,765	\$17,583,738	\$216,973
	Statutory Dedications	\$34,549,944	\$30,615,947	(\$3,933,997)
	Interim Emergency Bd	\$0	\$0	\$0
	Federal	\$100,000	\$100,000	\$0
	<b>TOTAL</b>	<b>\$85,286,440</b>	<b>\$81,223,318</b>	<b>(\$4,063,122)</b>
	<b>T. O.</b>	<b>352</b>	<b>340</b>	<b>(12)</b>

**251 - Office of the Secretary**

> **ADMINISTRATION PROGRAM:** Provides leadership, support services, legal services, and policy analysis to agency staff; regulatory assistance to clients; and technical and financial assistance to substate economic development organizations and economically disadvantaged contractors and businesses. Also administers initiatives based on technology development and innovation. This program also administers the workforce development and training funds allocated to the department, and administers other cooperative agreements.

<b>General Fund</b>	<b>\$19,528,855</b>	<b>\$21,469,920</b>	<b>\$1,941,065</b>
Interagency Transfers	\$1,489,774	\$1,289,823	(\$199,951)
Fees and Self Gen.	\$3,379	\$3,379	\$0
Statutory Dedications	\$17,897,160	\$14,648,059	(\$3,249,101)
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$100,000	\$100,000	\$0
<b>TOTAL</b>	<b>\$39,019,168</b>	<b>\$37,511,181</b>	<b>(\$1,507,987)</b>
<b>T. O.</b>	<b>68</b>	<b>58</b>	<b>(10)</b>

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

**A supplementary recommendation of \$7,428,962 in Statutory Dedications support is included in the Total Recommended for this program. It represents \$6,500,000 in Workforce Development and Training Funds, and \$928,962 in Marketing Funds. These items are contingent upon renewal of the .4% Vendor's Compensation Sales Tax (R.S. 47:306 and 47:318) that currently goes to the Department of Economic Development.**

Funding adjustment necessary to ensure adequate funding, with attrition, of 58 recommended positions, including the reduction of 10 positions. (-\$352,592 State General Fund; -\$2,247 Interagency Transfers; TOTAL -\$326,471)

Reduction to Louisiana Partnership for Technology, which will leave \$315,000 for economic development (-\$35,000 State General Fund)

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00 Existing Operating Budget 2000-2001	Total Recommended 2001-2002	Total Recommended Over/(Under) E.O.B.
--	--	-----------------------------------	--

Non-recurring carry forward - other charges for seven (7) infrastructure construction projects requiring more than 12 months to plan and construct. \$3,830,310 in Statutory Dedications – Economic Development Award Fund; \$2,300,000 Town of Colfax/Ditto Apparel of California, Inc.; \$600,000 Madison Parish/Delta Southern Railroad; \$306,297 Terrebonne Parish Government/Motivatit Seafood; \$225,861 Iberia Parish/Newpark Resources; \$191,702 City of West Monroe/Voith Sulzer/Field Container; \$122,250 Madison Parish Port/Avondale Industries; \$94,630 Greater Baton Rouge Port Commission; Other charges to develop and provide customized workforce training programs to existing and prospective Louisiana businesses; 35 projects ranging from \$903.19 to \$500,000 \$3,652,581 in Statutory Dedications – Workforce Development Fund; Other charges for the City of Monroe to develop and provide customized workforce training programs to existing and prospective Louisiana businesses \$98,000 in General Funds. (-\$108,899 State General Fund; -\$7,135,101 Statutory Dedications; TOTAL -\$7,244,000)

Non-recurring carry forward for five (5) Economic Development Award Program projects. These projects are for the financing of publicly owned infrastructure for industrial or business development projects that promote economic development. These projects are tied to the creation and/or retention of jobs. (-\$1,114,000 Statutory Dedications)

Non-recurring adjustment for the 4th and final year of the University of New Orleans (UNO)/Navy Phase 1 project. This four (4) year \$24 million project constructed two (2) buildings for the new Information Systems for Navy Military Human Resources' records. This project created 1,000 permanent jobs. (-\$6,000,000 State General Fund)

Louisiana Technology Park and Solid Systems Incorporated (\$5,800,000 State General Fund)

Funding for Economic Development Award Program (EDAP) for Information Technology Projects (\$5,000,000 Statutory Dedications)

City of Bogalusa for the Service Zone customer technical support center project. These funds will reimburse 50% of the estimated building cost. The company is anticipated to provide 300 jobs within the first two years of operation. (\$1,500,000 State General Fund)

Marketing and promoting of SuperBowl XXXVI, which will be held January 27, 2002 (\$1,000,000 State General Fund)

Louisiana Technology Transfer Office (\$200,000 State General Fund)

Reduction in operating services for rent (-\$52,572 State General Fund)

OBJECTIVE: The Louisiana Technology Transfer Office (LTTO) will process 250 technology requests for technology transfer between Louisiana private sector companies and federal government agencies.

**PERFORMANCE INDICATORS:**

Number of technology requests processed

Number of technologies licensed by Louisiana companies from federal agencies

225	250	25
4	5	1

OBJECTIVE: To assist small/medium sized tech-oriented businesses in Louisiana with available federal funds for commercialization of federal technology.

**PERFORMANCE INDICATOR:**

Number of Small Business Innovative Research (SBIR) grants approved

18	30	12
----	----	----

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the Executive Administration activity, to assist 27 small tech-based businesses in obtaining seed capital to market their new products.

PERFORMANCE INDICATORS:

Total number of start-up companies provided specific assistance  
 Number of start-up companies connected to seed/venture capital providers  
 Number of existing or newly identified technology businesses emerging from Louisiana institutions  
 of higher learning that received assistance

36	27	(9)
12	5	(7)
2	2	0

OBJECTIVE: Through the Office of Policy and Research activity, to support the state's economic development marketing activities by responding to 3,000 requests for economic development information.

PERFORMANCE INDICATORS:

Number of requests answered annually  
 Number of businesses assisted  
 Average response time (in days)

3,000	3,000	0
600	600	0
2.2	0.5	(1.7)

OBJECTIVE: Through the Small and Emerging Business Development activity, to provide resources for management and technical assistance to certify 50 applicants.

PERFORMANCE INDICATORS:

Number of applicants certified  
 Number of certified small and emerging businesses provided specific assistance

50	50	0
60	60	0

OBJECTIVE: Through the Small and Emerging Business Development activity, to provide monitoring to 50 certified Small and Emerging Businesses.

PERFORMANCE INDICATORS:

Number of certified small and emerging businesses provided monitoring  
 Customer satisfaction rating

50	50	0
70%	70%	0%

OBJECTIVE: Through the Small and Emerging Business Development activity, to provide 5 bond guarantees.

PERFORMANCE INDICATORS:

Number of bond guarantees provided  
 Bond guarantees provided  
 Total amount of projects bonded

5	5	0
\$500,000	\$500,000	\$0
\$2,000,000	\$2,000,000	\$0

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the Workforce Development Training activity, to provide customized workforce training for 15 business projects.

PERFORMANCE INDICATORS:

Number of training contracts approved

Number of workers trained

New capital investment

20	15	(5)
6,500	4,875	(1,625)
\$400,000,000	\$300,000,000	(\$100,000,000)

> **COMMUNICATIONS PROGRAM:** Coordinates, plans, and provides media opportunities to publicize Louisiana businesses and generates inquiries from businesses. Also provides support for domestic and international marketing specialists.

General Fund	\$0	\$1,480	\$1,480
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$0	\$0	\$0
Statutory Dedications	\$1,071,287	\$1,221,038	\$149,751
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$1,071,287</b>	<b>\$1,222,518</b>	<b>\$151,231</b>
T. O.	1	1	0

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

**A supplementary recommendation of \$1,221,038 in Statutory Dedications support is included in the Total Recommended for this program. It represents \$1,221,038 in Marketing Funds. This item is contingent upon renewal of the .4% Vendor's Compensation Sales Tax (R.S. 47:306 and 47:318) that currently goes to Economic Development.**

Non-recurring carry forward for contracts to develop and provide advertising, promotion and marketing. (-\$71,287 Statutory Dedications)

Increase budget up to anticipated fund balance for enhanced advertising/promotions/marketing services (\$221,038 Statutory Dedications)

OBJECTIVE: To generate 724 qualified inquiries through the paid advertising program.

PERFORMANCE INDICATOR:

Number of qualified inquiries entries generated

570	724	154
-----	-----	-----

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

> **AUXILIARY ACCOUNT:** Provides funding for publication of the Directory of Louisiana Manufacturers, special marketing activities, as well as for a loan guarantee for \$2.0 M with respect to financing of the Alliance Compressor Plant in Natchitoches. The loan guarantee agreement is expected to be completed by Fiscal Year 2005-2006.

General Fund	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$2,106,832	\$2,106,832	\$0
Statutory Dedications	\$0	\$0	\$0
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$2,106,832</b>	<b>\$2,106,832</b>	<b>\$0</b>
<b>T. O.</b>	<b>0</b>	<b>1</b>	<b>1</b>

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Move one (1) Other Charges position into Table of Organization

**TOTAL OFFICE OF THE SECRETARY**

<b>General Fund</b>	<b>\$19,528,855</b>	<b>\$21,471,400</b>	<b>\$1,942,545</b>
Interagency Transfers	\$1,489,774	\$1,289,823	(\$199,951)
Fees and Self Gen.	\$2,110,211	\$2,110,211	\$0
Statutory Dedications	\$18,968,447	\$15,869,097	(\$3,099,350)
Interim Emergency Bd	\$0	\$0	\$0
Federal	\$100,000	\$100,000	\$0
<b>TOTAL</b>	<b>\$42,197,287</b>	<b>\$40,840,531</b>	<b>(\$1,356,756)</b>
<b>T. O.</b>	<b>69</b>	<b>60</b>	<b>(9)</b>

**252 - Office of Commerce and Industry**

> **BUSINESS RECRUITMENT AND RETENTION PROGRAM:** Markets Louisiana to out-of-state and international businesses; assists potential and existing Louisiana exporters; maintains foreign trade offices; acts as staff for the State Board of Commerce and Industry; administers various tax exemption programs; and encourages and assists in the start-up and expansion of business and industry. Also promotes economic development in the Red River basin and adjoining areas. The program also administers a grant to the University of New Orleans (UNO) and Avondale Maritime Center of Excellence, administers funds for the Louisiana Resource Center for Educators, and supports an ombudsman position.

General Fund	\$11,886,227	\$9,822,096	(\$2,064,131)
Interagency Transfers	\$50,000	\$50,000	\$0
Fees and Self Gen.	\$858,733	\$869,389	\$10,656
Statutory Dedications	\$0	\$0	\$0
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$12,794,960</b>	<b>\$10,741,485</b>	<b>(\$2,053,475)</b>
<b>T. O.</b>	<b>41</b>	<b>39</b>	<b>(2)</b>

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00 Existing Operating Budget 2000-2001	Total Recommended 2001-2002	Total Recommended Over/(Under) E.O.B.
--	--	-----------------------------------	--

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Funding adjustment necessary to ensure adequate funding, with attrition, of 39 recommended positions, including the reduction of 2 positions. (-\$83,432 State General Fund; \$2,159 Fees and Self-generated Revenue; TOTAL -\$81,273)

Non-recurring carry forward for -\$150,000 - Contract with the Town of Delhi to enlarge and renovate a municipal owned facility in its Industrial Park to aid the Dumas Candy Company's business expansion efforts; -\$30,000 - Contract with the Town of Waterproof to purchase land for an industrial site that will expand economic opportunities. (-\$180,000 State General Fund)

Scheduled adjustment to the 7th year payment of an eleven (11) year agreement for the UNO/Avondale debt retirement of bonds used for construction of a ship design facility. (-\$1,220,595 State General Fund)

Transfer of the Louisiana Resource Center for Educators, which houses a facility with extensive resource materials for teacher utilization, to Office of the Governor (-\$480,000 State General Fund)

Reduction to MetroVision, leaving \$315,000 for economic development efforts (-\$35,000 State General Fund)

Reduction to Macon Ridge, leaving \$405,000 for economic development efforts (-\$45,000 State General Fund)

Reduction to South Louisiana Economic Council, leaving \$135,000 for economic development efforts (-\$15,000 State General Fund)

OBJECTIVE: Through the National Marketing activity, to recruit 39 U.S. firms to locate or expand in Louisiana.

**PERFORMANCE INDICATORS:**

Number of positive location and expansion decisions  
 New investments  
 Cost per contact made  
 Percentage of visiting businesses locating in the state

50	39	(11)
\$800,000,000	\$624,000,000	-\$176,000,000
\$943	\$365	-\$578
30%	35%	5%

OBJECTIVE: Through the National Marketing activity, to provide 500 Louisiana businesses with the opportunity to expand their sales of goods and services within the state.

**PERFORMANCE INDICATORS:**

Number of vendors attending Matchmaker events  
 Number of exhibitors at Matchmaker events

600	500	(100)
115	70	(45)

OBJECTIVE: Through the International Marketing activity, to recruit 5 foreign projects to Louisiana.

**PERFORMANCE INDICATORS:**

Number of positive location decisions  
 New investments (in millions)

5	5	0
\$550	\$300	(\$250)

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the International Trade Activity, to assist 150 Louisiana companies to take advantage of international trade opportunities.

PERFORMANCE INDICATORS:

Number of Louisiana companies assisted

Number of trade opportunities developed

150	150	0
3,250	3,250	0

OBJECTIVE: Through the Business Incentive activity, to efficiently process 729 business incentives applications and related documents.

PERFORMANCE INDICATORS:

Number of applications filed

New permanent jobs reported by companies using tax incentive programs

Capital investment by companies using all tax incentive programs (in billions)

Number of audits/inspections

Percentage of companies found to be non-compliant

729	729	0
10,500	10,500	0
\$3.6	\$3.6	\$0.0
500	500	0
0.02%	0.02%	0.00%

> **MUSIC COMMISSION PROGRAM:** Promotes and develops Louisiana as a viable incubator of music talent and music industries; promotes Louisiana music and musicians.

<b>General Fund</b>	\$314,875	\$290,314	<b>(\$24,561)</b>
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$0	\$0	\$0
Statutory Dedications	\$0	\$0	\$0
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$314,875</b>	<b>\$290,314</b>	<b>(\$24,561)</b>
<b>T. O.</b>	<b>3</b>	<b>3</b>	<b>0</b>

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Non-recurring carry forward - Contract with Calzone & Associates for the purpose of advertising, promoting and marketing for the La. Music Commission. Original contract was for \$90,000. (-\$5,664 State General Fund)

Reduction to marketing and promotions contracts (-\$20,000 State General Fund)

OBJECTIVE: To increase the use of Louisiana music and artists on Louisiana radio and television stations from the FY 1999-2000 actual (8%) to 10%.

PERFORMANCE INDICATORS:

Percentage increase in airtime of Louisiana music/artists

Percentage of radio/TV stations featuring Louisiana music/artists

10%	10%	0%
11%	22%	11%

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00 Existing Operating Budget 2000-2001	Total Recommended 2001-2002	Total Recommended Over/(Under) E.O.B.
--	--	-----------------------------------	--

**TOTAL COMMERCE AND INDUSTRY**

<b>General Fund</b>	<b>\$12,201,102</b>	<b>\$10,112,410</b>	<b>(\$2,088,692)</b>
Interagency Transfers	\$50,000	\$50,000	\$0
Fees and Self Gen.	\$858,733	\$869,389	\$10,656
Statutory Dedications	\$0	\$0	\$0
Interim Emergency Bd	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$13,109,835</b>	<b>\$11,031,799</b>	<b>(\$2,078,036)</b>
<b>T. O.</b>	<b>44</b>	<b>42</b>	<b>(2)</b>

**254 - Louisiana State Racing Commission**

- > **LOUISIANA RACING COMMISSION PROGRAM:** Promulgates and enforces rules and regulations and administers state laws regulating the horse racing industry, including the issuance of licenses, registration of horses, and administration of payment of breeder awards.

<b>General Fund</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$5,709,050	\$5,745,087	\$36,037
Statutory Dedications	\$3,360,228	\$2,500,000	(\$860,228)
Interim Emergency Bd	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$9,069,278</b>	<b>\$8,245,087</b>	<b>(\$824,191)</b>
<b>T. O.</b>	<b>78</b>	<b>74</b>	<b>(4)</b>

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Funding adjustment necessary to ensure adequate funding, with attrition, of all 74 recommended positions, including the reduction of 4 positions (-\$15,684 Fees and Self-generated Revenues)

Non-recurring adjustment - reduction to reflect the latest projections of Video Draw Poker Supplemental Fund (R.S. 27:323) that provides funding for the sole purpose of supplementing purses for Louisiana bred horses. This adjustment will place funding at \$2.5 million (-\$860,228 Statutory Dedications)

Security and Investigations will be done via contract with local law enforcement that will result in the elimination of three (3) positions and the transfer of \$90,000 from salaries and related benefits to professional services.

Professional legal services to avoid conflict of interest where the advisor to the adjudicator must act as prosecutor, counselor, and participate in the adjudicatory function. These funds would allow the Louisiana Racing Commission to contract with independent counsel (or Assistant Attorney General) who will assume the duties and responsibilities of prosecuting all violations before the Racing Commission. (\$38,000 Fees and Self-generated Revenues)



**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the Executive Administration activity, to oversee all horse racing and related wagering and to maintain administrative expenses at less than 25% of all self-generated revenue.

PERFORMANCE INDICATORS:

Administrative expenses as a percentage of self-generated revenue

Annual amount wagered at race tracks and Off-Track Betting Parlors (OTBs) (in millions)

Cost per race

22.8%	22.8%	0.0%
\$363	\$399	\$36
\$1,618	\$1,618	\$0

OBJECTIVE: Through the Licensing and Regulation activity, to test at least 15 horses and 3 humans per live race day.

PERFORMANCE INDICATORS:

Percentage of horses testing positive

Percentage of humans testing positive

1.9%	0.8%	-1.1%
4.1%	1.9%	-2.2%

OBJECTIVE: Through the Breeder Awards activity, to continue to issue 100% of the breeder awards within 60 days of a race.

PERFORMANCE INDICATORS:

Percent of awards issued within 60 days of race

Annual amount of breeder awards paid

100%	100%	0%
\$2,439,895	\$2,439,895	\$0

**255 - Office of Financial Institutions**

- > **OFFICE OF FINANCIAL INSTITUTIONS PROGRAM:** Licenses, charters, supervises, and examines state-chartered depository financial institutions and certain financial service providers, including retail sales finance businesses, mortgage lenders, and consumer and mortgage loan brokers. Also, licenses and oversees securities activities in Louisiana. The Louisiana Consumer Education Fund provides information to consumers and lenders concerning consumer credit laws.

General Fund	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$7,224,208	\$7,365,494	\$141,286
Statutory Dedications	\$4,500	\$4,500	\$0
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$7,228,708</b>	<b>\$7,369,994</b>	<b>\$141,286</b>
T. O.	123	124	1

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Funding adjustment necessary to ensure adequate funding, with attrition, of 24 recommended positions, including the reduction of 2 positions, (\$146,325 Fees and Self-generated Revenues)

Agency will absorb support services that had been handled by the Office of the Secretary, resulting in the addition of three (3) positions via transfer; \$80,661 will be moved from interagency transfers to salaries and related benefits.

OBJECTIVE: Through the Depository Institutions activity, to proactively supervise 100% of the state chartered depository institutions by conducting 100% of scheduled examinations, reporting the examination results within one month of receipt of the draft report, and acting on complaints within 10 days of receipt.

**PERFORMANCE INDICATORS:**

Percentage of examinations conducted as scheduled - banks/thrifts  
 Percentage of examinations conducted as scheduled - credit unions  
 Percentage of examination reports processed within one month - banks/thrifts  
 Percentage of examination reports processed within one month - credit unions  
 Percentage of complaints acted upon within 10 days - banks/thrifts  
 Percentage of complaints acted upon within 10 days - credit unions

95%	95%	0%
100%	100%	0%
90%	90%	0%
90%	90%	0%
96.6%	97.6%	1.0%
100%	100%	0%

OBJECTIVE: Through the Nondepository activity, to proactively supervise 100% of nondepository financial services providers by conducting 100% of scheduled examinations, investigating 100% of reports of unlicensed operations within 10 days, and acting upon written complaints within 30 days.

**PERFORMANCE INDICATORS:**

Percentage of scheduled examinations conducted  
 Percentage of investigations conducted within 10 days of companies reported to be operating unlicensed  
 Percentage of companies closed or license not required  
 Total number of violations cited  
 Total monies refunded or rebated to consumers from cited violations  
 Percentage of written complaints acted upon within 30 days  
 Total amount of refunds or rebates to consumers resulting from complaints

100%	100%	0%
100%	100%	0%
69.3%	57.8%	-11.5%
2,698	866	(1,832)
\$101,000	\$151,000	\$50,000
100%	100%	0%
\$23,200	\$29,000	\$5,800

OBJECTIVE: Through the Nondepository Activity's Consumer Credit Education Fund, to provide toll-free access to information regarding the regulation of Louisiana nondepository entities to 100% of Louisiana residents and nondepository financial services providers.

**PERFORMANCE INDICATOR:**

Number of phone calls received from consumers and lenders on toll-free line

2,000	2,500	500
-------	-------	-----

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the Securities activity, to continue to conduct compliance examinations and investigations, where warranted, of 100% of registered Broker Dealers and Investment Advisors located in the State of Louisiana as scheduled in cooperation with federal regulators.

PERFORMANCE INDICATOR:

Percentage of compliance examinations conducted of Louisiana broker dealers and investment advisors

100%	100%	0%
------	------	----

OBJECTIVE: Through the Securities activity, to process 100% of all applications for licenses and requests for authorization of offerings within 30 days of receipt.

PERFORMANCE INDICATOR:

Number of applications for licenses received for investment advisors, broker dealers, and agents

80,000	90,000	10,000
--------	--------	--------

**258 - Louisiana Economic Development Corporation**

> **FINANCIAL ASSISTANCE PROGRAM:** Administers department's financial assistance and capital programs for Louisiana businesses by making loans, providing matching funds, issuing loan guarantees, providing for low-interest loans and providing for other financial mechanisms.

General Fund	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$0	\$0	\$0
Statutory Dedications	\$12,216,769	\$12,242,350	\$25,581
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$12,216,769</b>	<b>\$12,242,350</b>	<b>\$25,581</b>
T. O.	9	9	0

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

**A supplementary recommendation of \$2,650,000 in Statutory Dedications support is included in the Total Recommended for this program. It represents \$2,650,000 in Louisiana Economic Development Funds. This item is contingent upon renewal of the .4% Vendor's Compensation Sales Tax (R.S. 47:306 and 47:318) that currently goes to the Department of Economic Development.**

Increased funding for services provided by the State Treasury (\$21,308 Statutory Dedications)

OBJECTIVE: To allocate budgeted funds across Louisiana Economic Development Corporation (LEDC) financial assistance programs to achieve the best portfolio management and maximize earnings.

PERFORMANCE INDICATORS:

Percentage of new approved long term investments and loan participations that are 7 years or greater

Percentage of new approved medium term investments and loan guarantees that are 3 plus years to 7 years

Percentage of new approved short-term investments and loan guarantees that are 3 years or less

10%	10%	0%
60%	60%	0%
30%	30%	0%

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: To maximize leverage such that 20% of all new approvals of loan guarantees are below the maximum guarantee percentage allowed by the rules.

PERFORMANCE INDICATOR:

Percentage of new approvals of loan guarantees that are below the maximum guarantee percentage

11%	20%	9%
-----	-----	----

OBJECTIVE: To maximize income on bank certificates of deposits by targeting the minimum rate of at least the federal reserve lending rate plus 1/4%.

PERFORMANCE INDICATOR:

Percentage of certificates of deposit purchased that meet the minimum rate

100%	100%	0%
------	------	----

OBJECTIVE: To market LEDC financial assistance programs by presenting seminars to 25% of the total number of Louisiana banks annually.

PERFORMANCE INDICATOR:

Percentage of total Louisiana banks where seminars are held by LEDC

25%	25%	0%
-----	-----	----

OBJECTIVE: To achieve a balanced risk level so that the annual loan charge-off percentage level is less than 10%.

PERFORMANCE INDICATOR:

Percentage of annual loan charge-off

8.8%	8.8%	0.0%
------	------	------

**259 - Louisiana State Board of Cosmetology**

> **STATE BOARD OF COSMETOLOGY PROGRAM:** Promulgates and enforces rules and regulations and administers state laws regulating the cosmetology industry; including issuance of licenses for cosmetologists and registration of salons and cosmetology schools.

General Fund	\$0	\$0	\$0
Interagency Transfers	\$0	\$0	\$0
Fees and Self Gen.	\$1,464,563	\$1,493,557	\$28,994
Statutory Dedications	\$0	\$0	\$0
Interim Emergency Bd.	\$0	\$0	\$0
Federal	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$1,464,563</b>	<b>\$1,493,557</b>	<b>\$28,994</b>
T. O.	29	31	2

**MAJOR CHANGES FROM EXISTING OPERATING BUDGET**

Electronic Signature System to allow for a more efficient and effective way of verifying signatures for licenses. (\$24,540 Fees and Self-generated Revenues)

Agency will absorb support services that had been handled by the Office of the Secretary, resulting in the addition of two (2) positions via transfer; \$110,043 will be moved from interagency transfers to salaries & related benefits.

**05**  
**ECONOMIC DEVELOPMENT**  
**COMPARISON OF BUDGETED FISCAL YEAR 2000-2001**  
**TO TOTAL RECOMMENDED FISCAL YEAR 2001-2002**  
**(INCLUSIVE OF DOUBLE COUNTED EXPENDITURES)**

Means of Financing & Table of Organization	As of 12-15-00		Total Recommended Over/(Under) E.O.B.
	Existing Operating Budget 2000-2001	Total Recommended 2001-2002	

OBJECTIVE: Through the Administrative activity, to maintain the pass/fail ratio at 85% through the establishment of consistent testing procedures.

PERFORMANCE INDICATORS:

Percentage of students passing exams and receiving initial license

Cost per exam

**Percentage of licenses issued to exams administered**

Cosmetology

Manicuring

Esthetician

Teacher

85%	85%	0%
\$23.00	\$22.92	(\$0.08)

86%	85%	-1%
79%	88%	9%
83%	83%	0%
80%	75%	-5%

OBJECTIVE: Through the Testing and Licensing activity, to decrease the turnaround time for licenses issued to 3.5 weeks.

PERFORMANCE INDICATORS:

Renewal time frame (in weeks)

Total number of licenses issued

4.0	3.5	(0.5)
38,745	43,340	4,595

OBJECTIVE: Through the Investigation and Enforcement activity, to complete 85% of the installation and implementation of the new computer system for the purpose of tracking pertinent information, such as the number of violations issued, in order to decrease over time the number of violations issued, as a result of the distribution of information.

PERFORMANCE INDICATORS:

Percentage of installation and implementation of computer system completed

Number of violations issued

39%	85%	46%
950	950	0